

HAVE YOUR CHRISTMAS PHOTOS TAKEN LIKE THIS—LATEST THING IN FADS.



Have it taken this way girls. If you don't wish to appear fogeyed and old-fashioned. This is the latest fad in the way of Christmas gift photographs. Gladys Brockwell posed for this one. The lighting effect is simple—light in a white bowl. Sure, a wash bowl will do.

## U. S. SUPREME IN MONEY WORLD

Bureau Foreign and Domestic Commerce Reports America's Financial Outlook.

### STEADY FLOW OF GOLD

Higher Prices, Throughout World as Well as in United States.

WASHINGTON, Dec. 17.—America's ascendancy to financial supremacy in the world in the brief space of three years, gives every promise of continuing after peace comes, according to the annual report of the Bureau of Foreign and Domestic Commerce. "It is probable that the demand by European countries," the report says, "especially Russia, France and Belgium, for building material, machinery, railway equipment and other construction and reconstruction material will be larger than during the war. Much of our new business in South and Central America, Australia, and the far east, as well as in Africa, is expected to be permanent, especially in view of our increased purchases of raw materials and foodstuffs from these countries." Since 1914 the flow of gold has been steadily toward the United States in payment for this country's goods, until one-third of the world's visible supply

of gold is held here. Net imports of gold have amounted in three years to \$1,115,000,000 and in addition millions of dollars worth of American securities held abroad have been returned here in exchange for merchandise. Millions also have been invested in foreign currencies and government loans and the United States has made loans to the allied governments amounting to \$2,250,000,000 to the close of the fiscal year 1917.

"Three years ago the suggestion that the United States would soon be a creditor nation received scant respect either here or abroad," the report says. "Now speculation is turning on our future rank among creditor nations."

1917 Greatest Year  
The fiscal year 1917 was the nation's greatest year in foreign trade, due almost entirely to higher prices and not to larger quantities.

"That higher prices are not confined to the United States, but are general throughout the world is proved by the increases in the prices of imported articles," says the report.

Exports in 1917 were valued at the unprecedented sum of \$6,294,000,000 and imports were \$2,650,000,000. The exports showed an interesting feature in the growth in sales of completed manufactures, \$2,944,000,000. The tendency to increase imports of raw materials and decrease purchases of finished manufactures made a striking contrast on the other side of the ledger.

"There has been a pronounced tendency," says the report, "to buy direct from the original source of supply instead of through middlemen as heretofore."

Most of the exports went to Europe, consisting in the main of army supplies and foodstuffs, but tremendous increases were made in commerce with Latin-America, the far east and re-

## "NONESSENTIAL BUSINESS" WORTH BEING MAINTAINED

Practice Economy With Intelligence, Not With an Ax, Is a Good Rule for the Present Day and Its Problems

By Will Payne

Last year the United States, working to its normal capacity, produced goods and services to the amount of \$40,000,000,000 or so. This year the government proposes to devote goods and services to the amount of \$19,000,000,000 in a new direction. The two categories of peace purposes and war purposes contain some duplications, yet it is evident there are not enough materials and labor in the country to cover the old peace program and the new war program too.

So you hear this doctrine: "We must cut out businesses that are not essential for carrying on the war or for subsisting the population."

But this is mischievous nonsense. We must economize intelligently in the use of labor and materials that are essential for carrying on the war and subsisting the population—which is a different matter.

Here is a millinery shop filled with expensive hats. They represent consumption of labor and materials. Certainly they are not necessary for the war or for subsisting the population. But the materials consist of silk, satin, artificial flowers, feathers—stuff that is worthless except for purposes of display. The labor is largely that of women whose labor for any other purpose is of comparatively slight value. A woman worth \$50 a week as a hat designer might not be worth 50 cents a week in a munition factory.

In short, nearly all the material and a good part of the labor will simply go to waste unless they are consumed in the millinery shop. They are not a sort that the government can use for war purposes or that are of much value for necessary subsistence.

Cutting out business not strictly necessary for war or subsistence would mean shutting up two-thirds of Fifth avenue, New York—all the milliners, dressmakers, jewelers, dealers in art objects, expensive furniture and so on. The materials and labor saved thereby would be of very little value for any other purpose. You would at once start a panic in the rent market. All of these so-called nonessential businesses are bases of credit—bank credit, jobbers' credit, manufacturers' credit. Cut them out and the whole structure of credit would get a heavy jolt. Let any banker look over his loans and mark off all those which are based on business that are not strictly necessary for war or subsistence, and then consider how long his bank would stay open if all those businesses were shut up.

Here is a piano factory—certainly not strictly necessary for war or subsistence. Much of the material—expensive woods and so on—is useless except for some such purpose as piano making. The labor force, skilled and experienced in that particular trade, cannot be suddenly diverted wholesale to another occupation except at large loss. The piano maker has his branch office, his long established relations with retailers whose solvency and livelihood depend upon handling his goods. In short, his entire extensive business organization, built up by long effort and cemented by established usage. To close his factory is to destroy all that, to start a ramifying

more parts of the world which formerly were customers of European countries. It is this new trade which the bureau is organizing to aid American manufacturers to retain after the war; and which Burwell S. Cutler, chief of the bureau, says can be done despite the United States becoming a belligerent, adding:

"It is confidently expected that our trade with South America, the far east, South Africa and Australia will not be too seriously interfered with and that we may reap in the future the benefits of having cultivated those markets so assiduously and intelligently during the past few years."

Exports to North American countries increased from \$529,000,000 in 1914, to \$1,164,000,000 in 1917, a gain of 120 per cent. Shipments to South America more than doubled, rising from \$125,000,000 to \$260,000,000. Exports to Asia increased more than three-fold, from \$113,000,000 to \$339,000,000. Sales to Oceania rose from \$84,000,000 to \$111,000,000 and to Africa from \$28,000,000 to \$33,000,000.

An interesting fact recorded in the report is that war has not stimulated exports of raw materials, which are needed at home and which it is difficult to ship owing to the war, although exports of cotton showed a recovery to \$543,000,000 after the depression in the market during the first two years of the war.

Europe Takes Second Place  
For the first time in the history of the United States, Europe took second place in selling goods to the United States. Imports of \$766,000,000 from North America during the fiscal year 1917 were greater by \$156,000,000 than the imports from Europe. The increase in purchases from North American countries was due largely to the greater value of sugar purchased from Cuba. Imports from South America and Asia showed a gain of 100 per cent over 1914.

In order to retain the advantages gained by aggressive business methods and honest dealings, the bureau is engaged in efforts to furnish reliable data on all commercial subjects and also to aid American commercial activity in every foreign field. The corps of special agents employed to investigate specialized lines in various countries has been doubled and now number 26. Their activities have extended into South Africa, New Zealand, Australia and Oriental countries. Much information has been gathered and ascribed by the bureau for the benefit of American manufacturers. A separate division for handling far eastern affairs has been organized, to promote commerce with nations there as the Latin-American division has stimulated trade with American republics.

The British Miners' Federation will accept an amended offer from the Coal Controller for an increase in wages of 1s. 6d. a day for workers of 16 years and upward, and an increase of 9d. for workers under that age. This means an annual increase in wages of about \$20,000,000.

disorganization, to shock credit—to initiate dangerous business contraction.

Millinery shop and piano factory do contribute to the war. They pay excess profits taxes and income taxes; buy Liberty Bonds. Cutting out theoretically nonessential businesses would cut great holes in the government's fiscal program, both on the revenue and the borrowing side.

True, if we were planning for war as a permanent condition we should say: "Let's go a step further back. The labor which produced the silks and satins in the millinery shop and the expensive woods in the piano factory may be diverted to essential production." That would mean virtually disorganizing industry as it stands and organizing anew on a different plan—obviously a matter of years and even then to be done cautiously lest the machine break down in transition.

But we know war is coming to an end some time. The enormous demand for labor and materials which it created will then cease, and the crucial question will be how to effect a readjustment to peace without disaster. The more vigorous the old peace organization is at that time the readier it will be to take up the slack and the less likelihood of a breakdown. We shall then need exactly that millinery shop and piano factory. But if the old organization has been shot to pieces, the outlook will be exceedingly dubious for a business organization—like that, say, of the pianomaker—cannot be reconstructed overnight.

What business is nonessential? Who can say? You may say the bicycle business is, but the airplanes that direct the armies evolved out of a bicycle shop. It was because Bell was a student of elocution that the study of sound led him to invent the telephone. Is a piano nonessential? Would life be quite good without music? Any attempt to reduce existence to the rigidly "essential" is mere nonsense.

There is the automobile business. That a population can subsist and fight without touring cars is provided by 3000 years of history. But it was auto tanks that enabled the British to win their latest and most important victory in France. By restrictions upon transportation and upon the supply of steel and by diverting part of the factory equipment and labor force to production of army trucks and airplane engines the government has cut down the output of so-called pleasure cars.

That is an intelligent plan—a rational economy of materials and labor that is essential to the winning of the war. But it is something quite different from "cutting out" the automobile business and destroying or fatally crippling the organization. When peace comes we want these factories and that whole organization of manufacture and distribution to be in the best possible situation for resuming peace production. We want their financial strength during the war to help in carrying through the government's financial program.

Rational economy is a thing to be applied carefully—not with a broad ax—and always with a view to preserving the business organization in the healthiest possible state.—Philadelphia Public Ledger

## CROP REPORT FORECAST MADE

Winter Wheat Acreage Aggregates 42,170,000 Acres and Condition Normal.

WASHINGTON, Dec. 19.—Winter wheat this year, planted on the largest acreage ever sown in the history of the country, showed on December 1 a forecast of a crop of only 650,000,000 bushels was made today by the department of agriculture. The final production, however, will be above or below that quantity, according as conditions hereafter are better or worse than the average.

WASHINGTON, Dec. 19.—Winter wheat sown this fall for next year's harvest aggregates 42,170,000 acres and its condition on December 1 was 79.3 per cent of a normal, the department of agriculture today announced. The acreage is 4 per cent more than the revised estimated area sown in the fall of 1916.

The area sown to rye is 6,114,000 acres, which is 36.6 per cent more than sown a year ago, and the condition of the crop on December 1 was 84.1 per cent of normal.

Increased Sowing of Grain.  
Increased sowings of winter wheat and rye throughout the country were urged upon farmers by the department of agriculture in order to supply the needs of the co-belligerents of the United States during the war. This year a short crop of wheat has necessitated adoption of methods to conserve the supply by having consumers in the United States cut down use of that cereal. The wheatless days and the use of corn meal as a substitute are measures food administration officials are urging in order to increase the quantity of wheat that may be sent abroad.

While last year's sowings of winter wheat were on the second largest area ever planted to that cereal, severe winter conditions caused an abandonment of more than 81 per cent of the acreage. Last fall 46,534,000 acres were planted to winter wheat, revised figures show that the area harvested was only 27,653,000 acres, a reduction of 12,881,000 acres from the planted area. The 1915 sowings were on 39,203,000 acres, while the harvested area that season was 34,329,000 acres.

Heavy Abandoned Acreage.  
Last year's abandoned acreage was the heaviest on record. The average abandonment of acreage due to winter conditions is about 10 per cent, the lowest abandonment in the last fifteen years being 2.8 per cent in 1903 and the highest, excepting last year,



## Ask Anyone

who has been at Wolfer's since the Semi-Annual Clearance Sale was started exactly what they think of the wonderful prices of extremely fine coats, suits, dresses, blouses, skirts, silk undergarments and similar practical Christmas presents—they will surely say that they have been surprised and pleased, gratified to know that all of those exclusive models and beautiful garments that have so tempted you before at regular prices are now offered in this sale at much reduced prices.

## Clearance Sale

### COATS

One of these Coats would make a real "honest-to-goodness" Christmas Gift.

Coats, values to \$17.50, in variety of material \$10  
Coats, values to \$22.50, wide range of styles \$15  
Coats, values to \$30, all are distinctively tailored \$18.50  
Coats, values to \$45, including all our most excellent models \$25

### DRESSES

Regular \$15 dresses for street wear \$9.75  
Clearance price \$22.50 dresses, an excellent section \$15  
Clearance price \$35, dresses that will surely please \$19.50  
Regular values to \$40, dresses of exquisite styles \$25  
Dresses in season's most charming styles \$32.50  
Regular \$50 \$32.50

### GIFT SUGGESTIONS

There are wonderfully attractive gifts at Wolfer's—just those useful articles of wearing apparel that women like. Do your Christmas shopping here.

### SILK UNDERWEAR

We are showing all the Christmas undergarments in dainty petticoats, camisoles, combinations, envelope chemise, sweaters, silk skirts, gowns, pajamas, etc.

### MARABOUS

Why not a pretty Marabout for "Her" Christmas present, when you can buy them right now for about one-half price—

\$5.75 \$6.75 \$8.75

Wolfer's  
2378 Washington

### SUITS

Our excellent \$25 suits, clearance price \$12.50  
Our charming \$27.50 suits, clearance price \$14.75  
Our handsome \$45 suits, clearance price \$22.50  
Our stunning \$49.50 suits, clearance price \$24.75

### SKIRTS

\$6.75 and \$7 values all checks, at \$4.95  
\$10 and \$11 values, plaids in wool and serge \$8.75  
\$6.75 and \$7 serge skirts at \$4.95  
\$7.50 and \$8 skirts navy serge, at \$5.95  
\$10 and \$11 skirts, navy and black serge at \$8.75

Open Evenings, After Wednesday, Until Christmas

was 20.1 per cent in 1912.

Conditions for planting and the early growth of this year's crop have not been the best. Dry weather delayed germination of late sown seed and in some sections prevented plowing and seeding. It was one of the driest Novembers on record in Kansas, the principal winter wheat growing state. Rainfall during that month was less than 25 per cent of the normal from

eastern Kansas eastward across Iowa, northern Missouri, central and northwestern Illinois, Indiana and Ohio, which states form the principal winter wheat growing belt. The department of agriculture, however, says the yield of winter wheat is not determined entirely by the rainfall during the late summer and fall.

Winter Wheat Conditions.  
The conditions of winter wheat on

cent of a normal on that date last year, 87.7 in 1915, and 89.3 the ten-year average.

The December 1 rye average compares with 88.5 per cent of a normal on December 1 last year, 90.5 in 1915, and 92.2 the ten-year average.

Read the Classified Ads.  
Read the Classified Ads.

## Reduction Sale Women's & Misses' Fine Outer Apparel, Consisting of

## SUITS, DRESSES, COATS

\$15.00 Cloth and Plush Coats	\$12.50	\$35.00 Cloth and Plush Coats	\$27.50
\$18.00 Cloth and Plush Coats	\$15.00	\$40.00 Cloth and Plush Coats	\$32.00
\$20.00 Cloth and Plush Coats	\$16.00	\$45.00 Cloth and Plush Coats	\$36.00
\$22.00 Cloth and Plush Coats	\$18.00	\$50.00 Cloth and Plush Coats	\$40.00
\$25.00 Cloth and Plush Coats	\$20.00	\$60.00 Cloth and Plush Coats	\$50.00
\$28.00 Cloth and Plush Coats	\$23.00	\$75.00 Cloth and Plush Coats	\$60.00
\$30.00 Cloth and Plush Coats	\$24.00	\$80.00 Cloth and Plush Coats	\$65.00
\$12.00 Silk and Serge Dresses	\$9.00		
\$12.50 Silk and Serge Dresses	\$9.75		
\$15.00 Silk and Serge Dresses	\$11.25		
\$16.50 Silk and Serge Dresses	\$12.37		
\$17.50 Silk and Serge Dresses	\$13.12		
\$20.00 Silk and Serge Dresses	\$15.00		
\$22.00 Silk and Serge Dresses	\$16.50		
\$24.00 Silk and Serge Dresses	\$18.00		
\$25.00 Silk and Serge Dresses	\$18.75		
\$28.00 Silk and Serge Dresses	\$21.00		
\$30.00 Silk and Serge Dresses	\$22.50		
\$33.00 Silk and Serge Dresses	\$24.75		
\$35.00 Silk and Serge Dresses	\$27.25		
\$40.00 Silk and Serge Dresses	\$30.00		
\$15.00 Ladies' Tailored Suits	\$11.25	\$28.00 Ladies' Tailored Suits	\$21.00
\$18.00 Ladies' Tailored Suits	\$13.50	\$30.00 Ladies' Tailored Suits	\$22.50
\$20.00 Ladies' Tailored Suits	\$15.00	\$33.00 Ladies' Tailored Suits	\$24.75
\$22.00 Ladies' Tailored Suits	\$16.50	\$35.00 Ladies' Tailored Suits	\$27.25
\$24.00 Ladies' Tailored Suits	\$18.00	\$40.00 Ladies' Tailored Suits	\$30.00
\$25.00 Ladies' Tailored Suits	\$18.75	\$50.00 Ladies' Tailored Suits	\$38.75
\$26.00 Ladies' Tailored Suits	\$19.50	\$60.00 Ladies' Tailored Suits	\$45.00

—\$37.50 Plush Coats \$25.00  
—\$55.00 Plush Coats \$37.50

## LAST & THOMAS



## ALHAMBRA TONIGHT

## BROWNING AUTO CO.

Will Conduct a Moving Picture

Showing How Automobiles Are Made

in the world's largest Automobile Factory and the Knight Motor in action, at 8 p. m. sharp.

The pictures will be accompanied by a lecture on—

"The Tale of Two Sleeves"

—by—  
Mr. E. R. Sues

Knight motor expert of the Willys Overland Factory at Toledo.

We want the public who are interested in automobiles to see these pictures and hear this lecture. Tickets for free admission can be obtained at the Browning Auto Co.'s office, or at the box office, during Wednesday afternoon and evening.

Come and see a good evening's entertainment. Children not admitted unless accompanied by parents.

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